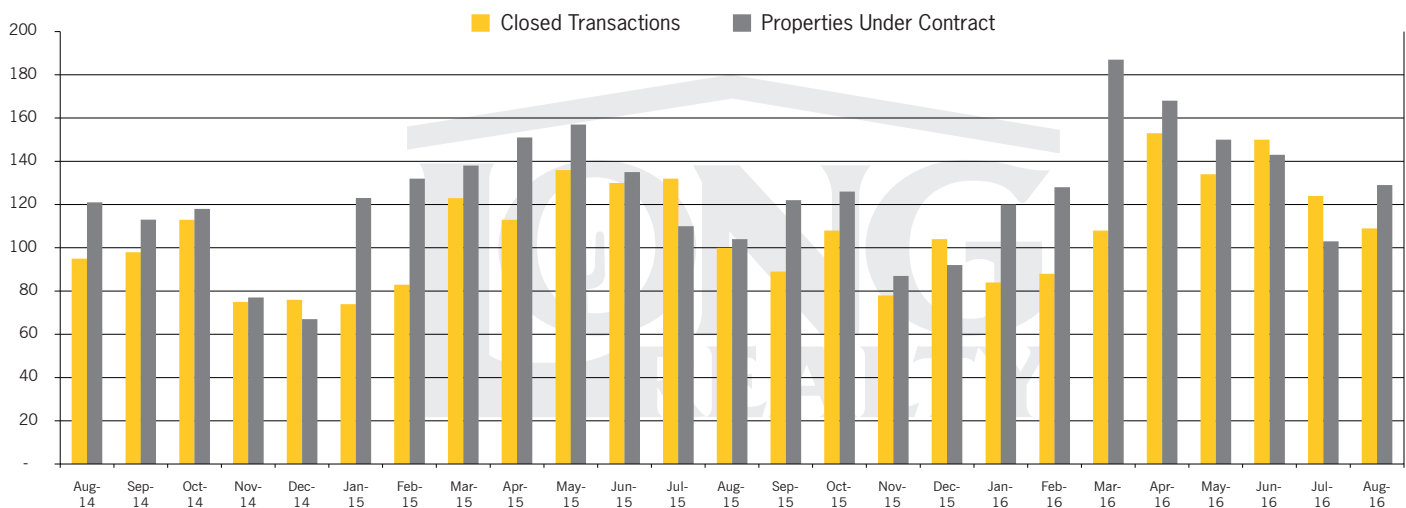




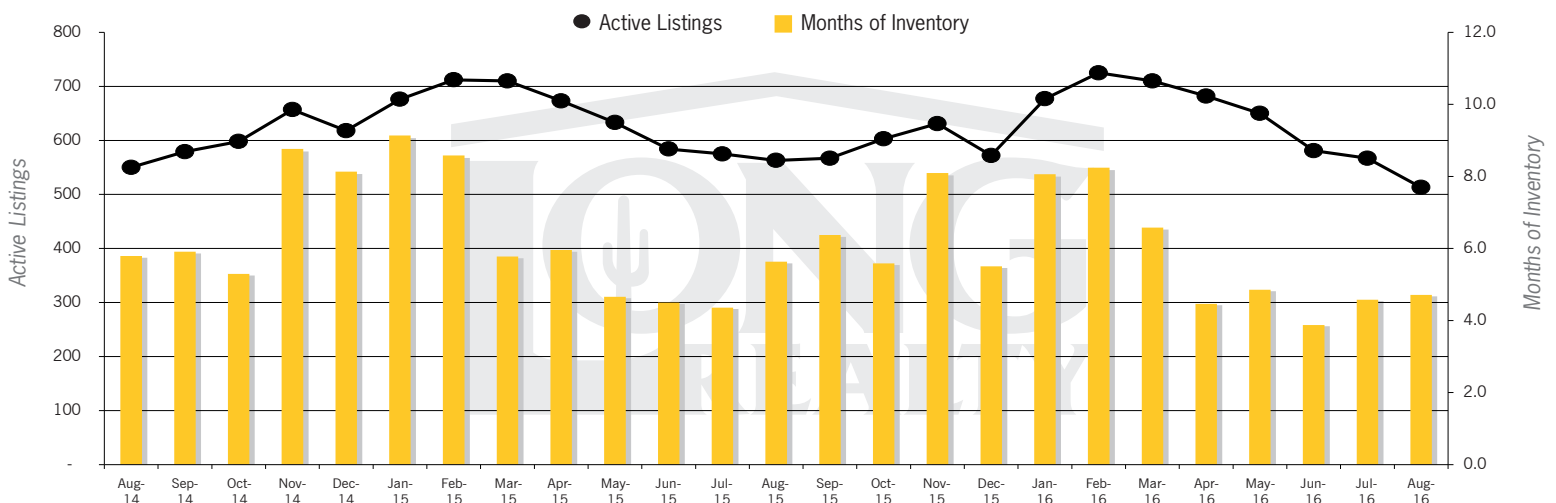
Tucson North | September 2016

In the Tucson North area, August 2016 active inventory was 513, a 9% decrease from August 2015. There were 109 closings in August 2016, a 9% increase from August 2015. Year-to-date 2016 there were 971 closings, a 6% increase from year-to-date 2015. Months of Inventory was 4.7, down from 5.6 in August 2015. Median price of sold homes was \$353,000 for the month of August 2016, virtually unchanged from August 2015. The Tucson North area had 129 new properties under contract in August 2016, up 24% from August 2015.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTH



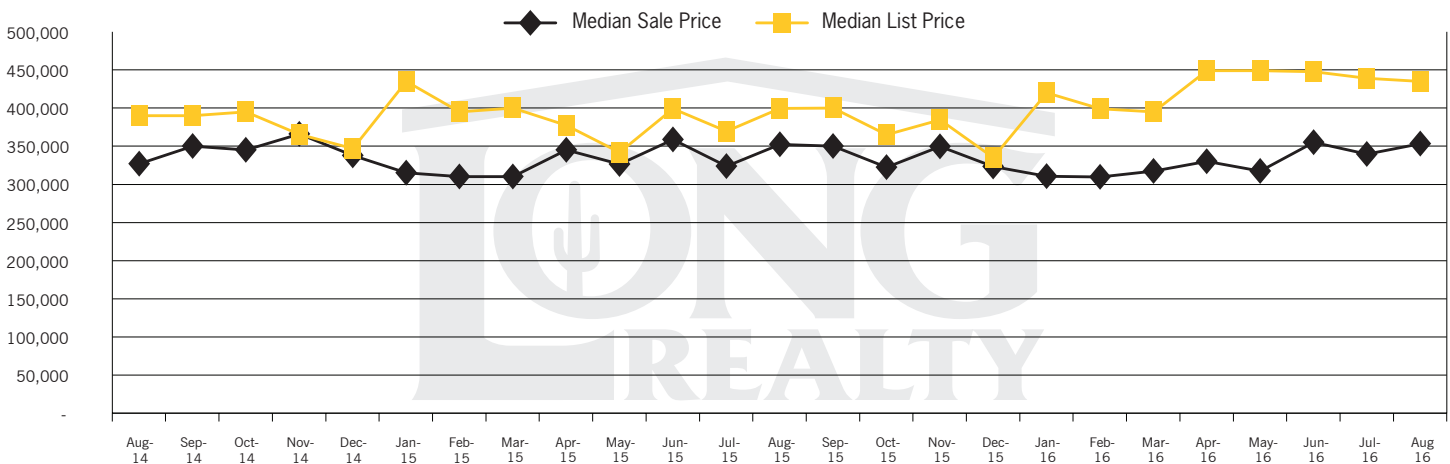
ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTH



Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
 All data obtained 09/06/2016 is believed to be reliable, but not guaranteed.



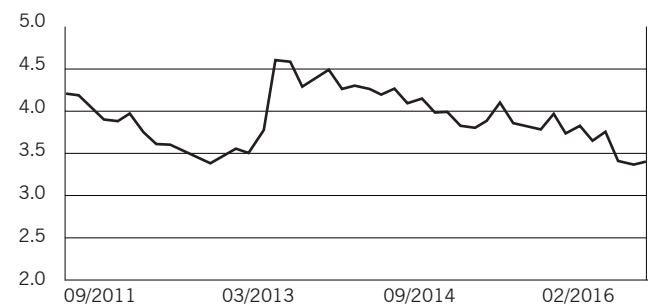
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTH



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$409,000	6.140%	\$2,364.64
2015	\$352,250	3.875%	\$1,573.59
2016	\$353,000	3.375%	\$1,482.57

30 YEAR FIXED MORTGAGE RATE

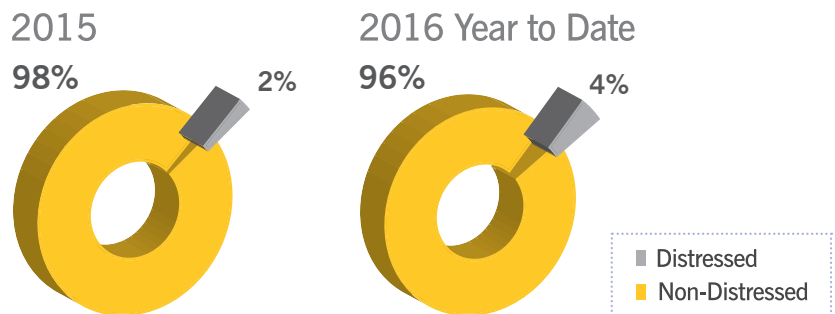


Source: Residential median sales prices. Data obtained 09/06/2016 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTH

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





Tucson North | September 2016

MARKET CONDITIONS BY PRICE BAND – TUCSON NORTH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	0	1	2	2	0	n/a	1.3	Seller
\$75,000 - 99,999	10	5	3	4	3	2	3	3.3	3.6	Seller
\$100,000 - 124,999	9	4	9	6	5	7	6	1.5	2.3	Seller
\$125,000 - 149,999	22	5	11	6	8	7	6	3.7	2.9	Seller
\$150,000 - 174,999	21	11	15	9	7	8	2	10.5	4.1	Slightly Seller
\$175,000 - 199,999	10	10	6	6	7	4	1	10.0	3.3	Seller
\$200,000 - 224,999	13	4	6	6	3	5	5	2.6	2.8	Seller
\$225,000 - 249,999	20	6	8	6	8	4	6	3.3	3.3	Seller
\$250,000 - 274,999	18	7	9	12	12	7	5	3.6	2.3	Seller
\$275,000 - 299,999	17	2	7	8	10	6	5	3.4	2.6	Seller
\$300,000 - 349,999	39	7	19	17	11	13	15	2.6	2.8	Seller
\$350,000 - 399,999	36	14	15	13	17	15	14	2.6	2.7	Seller
\$400,000 - 499,999	69	12	14	22	20	17	14	4.9	4.4	Slightly Seller
\$500,000 - 599,999	55	8	13	8	13	10	4	13.8	6.2	Balanced
\$600,000 - 699,999	42	5	8	3	9	5	6	7.0	7.3	Slightly Buyer
\$700,000 - 799,999	24	3	4	6	6	6	4	6.0	5.7	Balanced
\$800,000 - 899,999	19	2	1	4	3	1	2	9.5	10.2	Buyer
\$900,000 - 999,999	20	1	4	0	2	5	2	10.0	8.0	Slightly Buyer
\$1,000,000 - and over	67	3	7	4	6	3	9	7.4	12.0	Buyer
TOTAL	513	109	159	141	152	127	109	4.7	4.3	Slightly Seller



Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 09/06/2016.

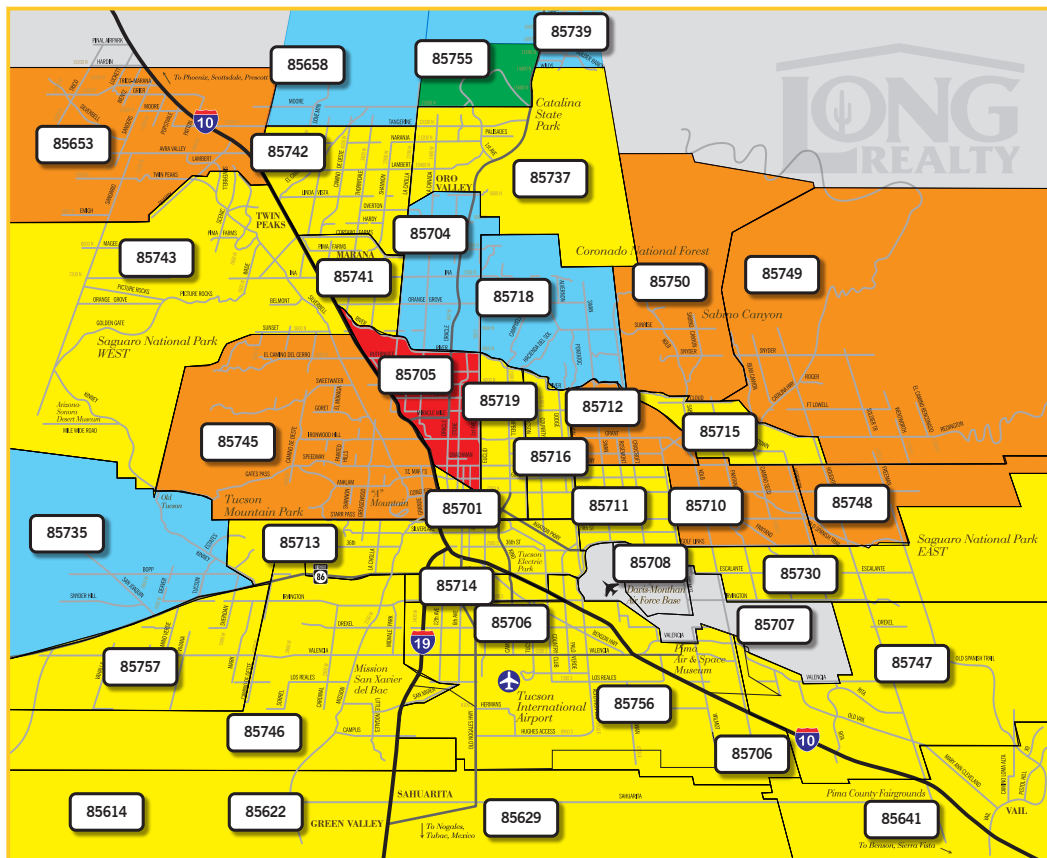
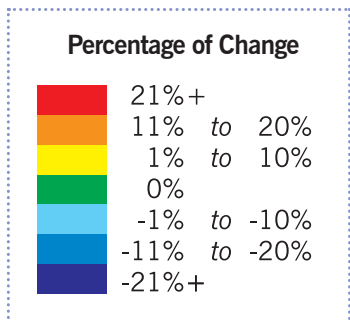
3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2016 - 08/31/2016. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2015-AUG 2015 TO JUN 2016-AUG 2016

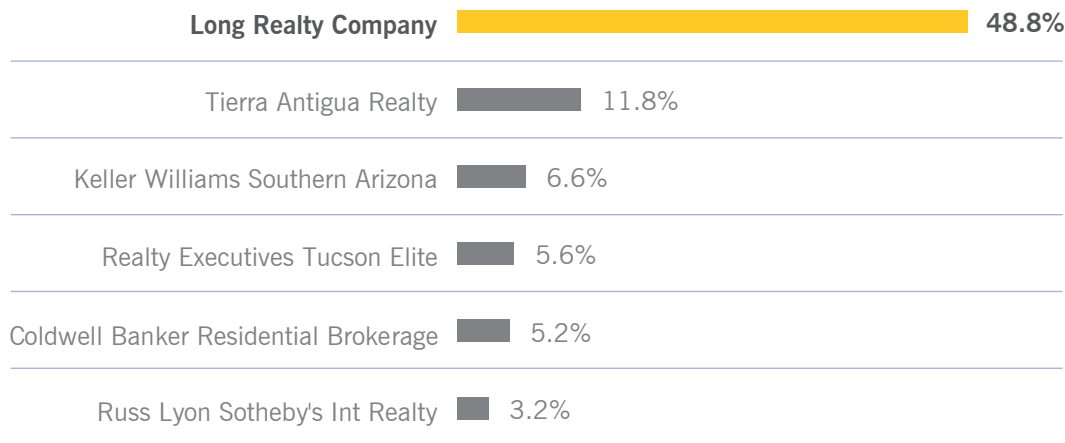
This heat map represents the percentage of change in Tucson metro median sales prices from June 2015-August 2015 to June 2016-August 2016 by zip code.



MARKET SHARE – TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 09/06/2016 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 09/01/2015 – 08/31/2016 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson North Housing Report is comprised of data for residential properties in the North area of Tucson as defined by MLSSAZ including the Catalina Foothills area. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.